Message Text

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FOR ARMITAGE FROM AMBASSADOR

E.O. 11652: GDS TAGS: CVIS, XH

SUBJECT: SOVIET AND EAST EUROPEAN COMMERCIAL VISITORS

REF (A) ARMITAGE-DAVIES LTR OF OCTOBER 24; (B) STATE 261610

- 1. WHILE WE CONTINUE TO PREFER THE CURRENT SYSTEM FOR ISSUING BUSINESS VISAS AND FEAR THAT THE PROPOSED NEW BUSVIS REQUIREMENTS WILL HAVE A NEGATIVE IMPACT ON US-POLISH COMMERCIAL RELATIONS, WE CONCLUDE THAT, WITH THE MODIFICATIONS EMBODIED IN THE NEW DRAFT AIRGRAM, THE BUSVIS SYSTEM WOULD BE WORKABLE.
- 2. THE MAJOR CHANGE FOR THE BETTER IN THE PROPOSED REGULATIONS IS THAT THE VISAS CAN BE ISSUED WITHOUT ANY GREATER DELAY THAN AT PRESENT. WE ALSO CONSIDER IT IMPORTANT THAT WE WILL BE ABLE TO CONTINUE ISSUING MULTIPLE-ENTRY VISAS ON OCCASION AND WILL NOT BE FORCED TO ANNOUNCE THE TERMINATION OF A CONCESSION UPON WHICH WE HAVE AGREED WITH THE POLES.
- 3. WE WOULD HOPE THAT A TRANSITION PERIOD OF SUFFICIENT DURATION CAN BE ARRANGED BEFORE THE NEW SYSTEM IS FULLY IMPLEMENTED, SINCE MANY BUSINESS-VISA APPLICATIONS ARE RECEIVED THROUGH THE MINISTRIES AND THERE WILL BE A PERIOD OF CONFUSION UNTIL THE NECESSITY OF PROVIDING ITINERARIES IS MADE CLEAR TO THE VARIOUS OFFICES INVOLVED. CONFIDENTIAL

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4. WE ASSUME THAT THERE WILL BE SOME PROCEDURE BY WHICH THE VISITOR CAN APPLY FOR A CHANGE OF ITINERARY ONCE HE IS IN THE UNITED STATES. THIS FEATURE IS NOT COVERED IN THE AIRGRAM, PERHAPS INTENTIONALLY, BUT WE WOULD WISH TO BE ABLE TO INFORM THE TRAVELLER BEFORE HE DEPARTS CONCERNING THE PROPER COURSE TO TAKE WHEN HE FINDS IT NECESSARY TO VISIT FIRMS OTHER THAN THOSE HE HAS LISTED IN HIS ORIGINAL APPLICATION.

5. THE NEW PROCEDURES WILL INDEED PLACE A SIGNIFICANT ADDITIONAL BURDEN ON OUR COMMUNICATIONS AND SECRETARIAL FACILITIES. WE WILL HANDLE IT AS BEST WE CAN. WE PLAN TO MAKE INS VIENNA AN ADDITIONAL ADDRESSEE ON OUR "VISAS EAGLE" TELEGRAMS AND THEREBY AVOID THE NECESSITY OF SENDING A SECOND TELEGRAM ASKING FOR THE WAIVER WHEN ONE IS NEEDED.

6. OUR BASIC CONCERN IS THAT IT WILL TAKE SOME TIME TO ACCUSTOM THE POLISH BUSINESS VISITOR TO INFORMING US OF CHANGES IN HIS ITINERARY. THE PRACTICE HAS BEEN FOR A POLE TO VISIT ONE FIRM AND THEN CALL ON OTHERS IN THE SAME INDUSTRY ON THE BASIS OF LEADS AND REFERRALS HE DEVELOPS DURING HIS VISIT. WITH SOME GOOD WILL ON BOTH SIDES, WE HOPE THAT THE TRANSITION TO THE NEW SYSTEM CAN BE MADE WITH A MINIMUM OF RUFFLED FEATHERS AND THAT INS WILL BE COOPERATIVE.

7. FINALLY, I WOULD LIKE TO MAKE CLEAR THAT I CONTINUE TO DEPLORE STRONGLY THE ADOPTION OF THIS CUMBROUS NEW SYSTEM. IT RUNS COUNTER TO THE GENERAL TREND OF IMPROVEMENT IN OUR RELATIONS. COMING AS IT DOES IN THE IMMEDIATE WAKE OF THE VERY SUCCESSFUL GIEREK VISIT, ITS TIMING IS PARTICULARLY UNFORTUNATE. SO FAR AS I AM CONCERNED, THE LONGER IT TAKES TO INSTALL THIS NEW SYSTEM, THE BETTER. DAVIES

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